

AMERICAN NURSEYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade

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Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXXII

ROCHESTER, N. Y., NOVEMBER, 1920

No. 5

Painesville Nurseries



The Storrs & Harrison Company

Established
1854

NURSEYMEN

FLORISTS

SEEDSMEN

PAINESVILLE, OHIO.

45 Greenhouses
1200 Acres

A Complete Variety List

—OF—

ORNAMENTALS, FRUITS, EVERGREENS
ROSES
CLEMATIS and HERBACEOUS PLANTS

FOR

NURSERYMEN ORCHARDISTS
DEALERS GARDENERS
LANDSCAPE ARCHITECTS

Lowest Prices Consistent With Quality

Our office and nurseries are situated on
the Rochester and Eastern R. R. only
one and one-half hours from Rochester.

W. & T. SMITH COMPANY

THE GENEVA NURSERY

1000 Acres GENEVA, N. Y. 73 Years

A Complete Variety OF Nursery Stock

60,000 Norway and American Elm,

fine stock in car lots or less.

C. M. HOBBS & SONS

BRIDGEPORT,

IND.

Apple Seedlings

IOWA GROWN

If you have never used Iowa-grown apple seedlings, it will be worth your while to try them on at least part of your plant.

At the proper time, we would like to send samples, especially to those firms who have been depending largely on the French imported seedlings.

We have seedlings grown from the imported French crab seed and the native Vermont seed. Prices quoted on application.

Our seedlings are allowed to mature naturally in the ground. They are full of vitality.

SJULIN NURSERY CO.

HAMBURG, IOWA.

Princeton Products

are

Ornamental

Trees, Shrubs and Evergreens of high
grade for the wholesale trade

Princeton Nurseries

Princeton in New Jersey

November first

1920

The Monroe Nursery

Established 1847

Offers a fine stock of

Cuthbert Raspberries
Spirea Van Houtte
Other Ornamental Shrubs

Will be pleased to quote on your list of wants

I. E. ILGENFRITZ' SONS CO.

MONROE, MICH.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated
Graft and Stock Planter and Firmer

DIRECTORY OF AMERICAN PLANT PROPAGATORS

Complete Stock of YOUNG EVERGREENS

ALSO
Trees, Shrubs and Vines
for lining out

Write for Wholesale Price List.

THE D. HILL NURSERY CO., Inc.
Evergreen Specialists, Dundee, Illinois.
Largest Growers in America. Box 402

**GET NEXT
★ STAR ROSES**
Oak Brand Shrubs
American Pedigree Cannas
The **CONARD** ★ **WEST GROVE,**
& JONES CO. Penna., U.S.A.

ROBERT PYLE, Pres. A. WINTZER, V-Pres

MY SPECIALTY IS
Moore's Early and Concord Grape Vines

I plan to produce a superior quality during the coming year. Due announcement will be made when stock is ready.

Fifty Years a Nurseryman
CHARLES M. PETERS, Salisbury, Md.

EVERGREENS
SEEDLINGS and TRANSPLANTS
FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.
"WE GROW OUR OWN TREES."

CHESHIRE, - - - CONN.

ESTABLISHED 1890 Naperville Nurseries

— Growers of —
TREES EVERGREENS
SHRUBS PERENNIALS, Etc.
LINING OUT STOCK

NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

SHRUBS - - TREES
A General Line of Ornamentals.

YOUNG STOCK—For Nursery Planting

We were among the first to produce our own goods. We are making young plants for others—why not for you?

Grown Right—Dug Right—Packed Right

AURORA NURSERIES
AURORA, ILL.

**VERMONT GROWN
BERRY PLANTS**

I offer for Fall shipment the following surplus stock at reasonable prices:

40,000 Cuthbert, 80,000 Marlboro,
10,000 St. Regis, 3,000 Cumberland,
7,000 Plum Farmer, 5,000 Erskine
Park raspberry plants. 10,000 Snyder
Blackberry, 800 Wyoming Grape 1 yr.
No. 1. Potentilla Fruticosa in quantity
Geo. D. Aiken, Putney, Vermont

**WE GROW
EVERGREEN SEEDLINGS**

Evergreens from Cuttings Under Glass
and Small Deciduous Stock
for Lining Out

The Sherman Nursery Co.

E. M. SHERMAN, President
CHARLES CITY, IOWA.

LINING OUT STOCK

Philadelphus Aurea.
Spiraea Anthony Waterer
Spiraea Colosa Alba. Deutzia Gracilis
Weigellia Rosea
AND A FULL LIST BESIDES
The Early Bird catches the Worm.
Better Place Your Order Early.

Onarga Nursery Company

CULTRA BROS., Mgrs. Onarga, Illinois

Bobbink & Atkins

Complete collection of Choicest Evergreens.

Complete collection of Broad-leaved Evergreens, such as Rhododendrons, Azaleas, Hollies, etc.

Boxwood, Bay Trees, Euonymus, etc.

Hardy Herbaceous Plants.

Hybrid Tea Roses, Bush and Tree Form.
Careful Inspection Invited.

Rutherford, NEW JERSEY

Now Is The Time

To secure your Lining Out Stock. We have a dandy bunch of Nut Seedlings; Pecans; English, Japan and Black Walnuts; Butternuts; Shellbark, Butternut and Pignut Hickory; American Hazelnut; Oaks in Variety. Trifoliate orange, Magnolia acuminata and a nice lot of other seedlings and shrubs.

Get our Trade List Now. Wholesale Only.

Atlantic Nursery Co., Inc.

BERLIN, MD.

Little Tree Farms
AT FRAMINGHAM, MASS.

Millions of Evergreens and Deciduous trees.
Complete in grades and sizes.

WRITE FOR PRICE LIST

Firs, Junipers, Arborvitae, Pines, Spruces,
Maples, Ash, Oaks, Lindens, Elms, Etc.

AMERICAN FORESTRY CO.
18 Beacon Street, BOSTON, MASS.

Kalmia Latifolia
Amoor River North
4—10 branches
Large-size June Budded Peach

Let us send you our Fall Price List on the above and other items.

THE CUMBERLAND NURSERIES
WINCHESTER, TENN.

Peach Pits

"Go to California"

J. Van. Lindley Nursery Co.,
POMONA, N. C.

Twice-a-month
Nursery Trade Publicity
On the 1st and the 15th
AMERICAN NURSERYMAN
NURSERY TRADE BULLETIN

**WE SUGGEST RESERVATION OF ADVERTISING SPACE NOW
FOR THE COMING ACTIVE MONTHS**

In **The American Nurseryman** Chief Exponent of the American Nursery Trade

Every Advertisement is repeated in the AMERICAN NURSERY TRADE BULLETIN, thus covering the Trade. See Schedule of Information on other page of this issue. Ought your two-inch card to be standing regularly in the "Directory of American Plant Propagators," as on this page. \$5.00 per mo. for 2-inch space under yearly term.

AMERICAN FRUITS PUBLISHING COMPANY, Inc., 39 State St., Rochester, N. Y.



Two year field grown

IBOLIUM HARDY HYBRID PRIVET

CROSS BETWEEN
California and Ibota Privet.

**HARDY AS IBOTA
LOOKS LIKE CALIFORNIA**

Arnold Arboretum
Report it hardy there
the past winter.

— JUST THINK WHAT THAT MEANS —
**Order Propagating Stock
NOW**

Grows equally well from either Hard or Soft Wood.

**START PROPAGATING NOW AND BE
READY FOR THE COMING DEMAND.**

TRADE OFFER:

2 years, 3-4 feet	- -	each \$2.50
(Not cut back. See above cut.)		
1 year, 1-2 feet	- -	each \$1.00
Summer frame cuttings	-	each .50

The Elm City Nursery Co.

WOODMONT NURSERIES, Inc.
NEW HAVEN, - - - CONN.

Also introducers of BOX-BARBERRY

We have ONE YEAR APPLE

to offer in the following varieties and can furnish these in

4 to 6 ft. grade
3 to 4 ft. grade
2 to 3 ft. grade

Ben Davis	McIntosh Red
Baldwin	N. W. Greening
Black Ben Davis	Red Astrachan
Delicious	Red June
Early Harvest	Rome Beauty
Grimes Golden	Staymans Winesap
Gano	Winesap
Jonathan	Winter Banana
M. B. Twig	Wealthy
Maiden Blush	York Imperial
	Yellow Transparent

We also have to offer Grape Vines in one year No. one and One year No. two in Concord, Niagara, Moore's Early, Worden, Moore's Diamond and a few red sorts.

We have as fine a lot of Apple Seedlings as you ever saw and can furnish these in all grade.

Can supply roses in the following varieties as well as a limited number of some other sorts.

American Beauty	LaFrance, white
Etoile de France	Meteor
Etoile de Lyon	Mad. Caroline Testout
Frau Karl Druschki	Paul Neyron
Gruss an Teplitz	Pink Cochet
General Jacqueminot	Sunburst
Kaiserin Augusta Victoria	White Cochet
LaFrance, pink	

All stock offered above is for late fall or early spring shipment. In addition to the items mentioned we will have a good assortment of two year apple in all grades as well as peach trees.

F. H. STANNARD & CO.

OTTAWA KANSAS

105 Years in the Nursery Business

GENERAL STOCK—Our propagation includes apple, peach, pear, plum, cherry, apricot, quince, grape vines, all small fruits, shade trees, shrubs, climbers, roses, garden roots, etc.

. . . SPECIAL . . . A Big Stock of Quality Shrubs

Everything is grown in large quantities. Our grades are dependable and we are generally prepared to quote to nurserymen nearly everything we offer to the retail trade, and prices are always in line with those of other reputable growers.

We will be glad to have a list of your requirements for the coming season. Doubtless there are some things that you can use that we have in surplus. Can also ship from our branch plants: Marionville, Mo.; Farmington, Ark.; Dansville, N. Y.; North Girard, Pa.; and Vincennes, Ind.

STARK BROS.

Nurseries and Orchards Co.,

LOUISIANA, MO.

AMERICAN NURSERYMAN--November, 1920

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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THE
PREFERRED
STOCKTHE
PREFERRED
STOCK

YES INDEED

We're happy because we're busy. Fall shipments are unusually heavy and business for spring is keeping up, too.

Some things are showing up short already. Others are selling fast. If you are not covered on items you know you will need, in our opinion you cannot protect yourself too quickly.

Our list offers all regular stock and some specials.

Roses
field grown

Clematis Paniculata

Ampelopsis Veitchii

Dielytra Spectabilis
(Bleeding Heart)

Hardy Perennials

Peonies

Ornamental Shrubs

Tree Hydrangeas

Berberis Thunbergii

Bush Hydrangeas

FRUIT AND SHADE TREES

High Grade Stock for the Wholesale Trade

Jackson & Perkins Company,

NEWARK, NEW YORK STATE

THE
PREFERRED
STOCK

November 1, 1920.

THE
PREFERRED
STOCK

DON'T WORRY

Because Nursery stock is scarce, for we can supply you in 1,000 lots or more.

AMPELOPSIS VEITCHII 2 or 3 year.

CLEMATIS ASSORTED

CLIMBING ROSES

SPIREA ANTHONY WATERER

RASPBERRIES, LOTS OF 5,000 and 10,000

CUMBERLAND

ST. REGIS

BARBERRY THUNBERGII, CAR LOAD LOTS.

These Barberry are heavy 18-24 inch and 2-3 foot grade, grown especially for landscape work.

WRITE FOR PRICES

ONARGA NURSERY COMPANY

CULTRA BROS., Mgrs.

ONARGA, ILLINOIS

FRUIT TREE STOCKS

We have to offer the leading sorts of **Fruit Tree Stocks**, such as

Apple
Cherry
Mahaleb

Pear
Plum

Paradise
Quince
Etc.

Also the best lines of **Rose Stocks**, such as:

Manetti
Grifferaie

Multiflora
Seedlings

Dog Rose
Laxa, Etc.

Our Catalogue quoting the lowest prices for these stocks will be sent on demand

E. TURBAT & CO., - Nurserymen

ORLEANS, FRANCE.

Something Extra

One block of our Apple Seedlings (French Seed) has made up very strong. We can furnish 1-4 inch and up roots that are extra heavy. Can furnish in either straight or branched roots. If in the market for good, clean, heavy stocks—get a sample.

We can still furnish Apple Seedlings in all the other grades.

Also No. 1 Japan and French Pear seedlings.

F. W. WATSON & CO.,

TOPEKA, KANSAS.

Apple and Pear stocks exclusively.

American Nurseryman

The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol XXXII

ROCHESTER N. Y. NOVEMBER, 1920

No. 5

Southwestern Nurserymen In Annual Session

The third annual convention of the Southwestern Association of Nurserymen met in Dallas Sept. 27th under the direction of President Jim Parker of Tecumseh, Okla. Secretary Charles Saville of the Chamber of Commerce greeted the delegates, extending them welcome to Dallas.

E. W. Kirkpatrick of McKinney, Texas, said: "Nurserymen are among the most useful men of society. They are the producers of good, clean, wholesome, healthy foodstuffs. They owe as a duty to themselves and their fellow-man their very best efforts to increase the production of fruits for food purposes, and they should develop trees that will prove rich in production in this part of the country. Millions of trees have been planted and much complaint has been heard because they did not grow and mature. This was because the Nurseryman had failed to properly educate the public into buying the kind of trees that would prove fruitful in Texas."

About thirty-five delegates were in attendance from Texas, Oklahoma, Louisiana and Arkansas, and were quartered for the convention at the Oriental Hotel.

Roll call, reading of minutes, reports of various officers and routine business took up the time of the morning session. Adjournment at noon, the delegates were given a luncheon in the ballroom of the Oriental Hotel, entertained with musical selections and singing under the direction of Dr. and Mrs. Mitchell.

Business Outlook Discussed

After luncheon the Nurserymen listened to addresses from M. E. Hayes, College Station, Texas, representing the Texas Horticultural Society. Mr. Hayes told of the activities of that society and explained how the state authorities had taken up much of the work started by the society. Other speakers had for their subjects a report of the Southern convention held at Charleston, S. C., and the outlook for business in the states of Oklahoma, Arkansas, New Mexico, Texas and Louisiana, and what "Kansas Nurserymen Are Doing." Louis J. Tackett, inspector, spoke on "Quarantines."

Officers elected are: President, J. M. Ramsey, Austin; vice-president, N. M. Shive, Cabot; secretary-treasurer, George F. Verhalen, Scottsville. E. W. Knox of San Antonio and James Parker of Tecumseh, Okla., were elected members of the executive committee, of which the officers are ex-officio members.

Committee on Legislation

A special legislative committee, consisting of J. R. Mayhew, Waxahachie; J. M. Ramsey, Austin, and L. J. Tackett of Fort Worth, was named to look after the interests of the Nurserymen as well as the interests of Texas in regard to laws controlling insects and diseases. A modification of the present Nursery and orchard inspection laws may be sought and efforts to prevent the passing of more stringent laws will probably be made.

The committee on nominations was comprised of W. A. Wagner, Sherman; W. C. Griffin, Port Arthur, and J. S. Kerr, Sherman. The members of the resolutions committee were J. R. Mayhew, J. B. Baker, Fort Worth, and J. L. Downing of Wichita Falls.

The program in addition to the election of officers and selection of the next convention place, consisted of the following talks: "Maintaining Morale of Salesmen," by W. A. Wagner of Sherman; "Ornamentals for the Southwest," by J. B. Baker, Fort Worth; "The Duty of Nurserymen as to Landscape Development," by J. S. Kerr, Sherman, and

"Labor Problems," by Will B. Munson Denison.

Landscape Gardening

Mr. Baker in his talk declared that ornamental landscape gardening can be done on as grand a scale in the Southwest as it can in California or New England or any other place. He said that indiscriminate pruning of flowering shrubs should be discouraged, explaining that those which bloom in the spring put forth embryo blossoms in the preceding fall, and when the shrubs are pruned in the winter these future blossoms are cut off.

Mr. Parker, who was president for the past year, advocated the organization of boys' and girls' fruit clubs in Texas, describing how such work is now being carried on in Oklahoma, where it is expected the membership next year will consist of 6,000



J. M. RAMSEY, Austin, Tex.,
President Southwestern Association of
Nurserymen

boys and girls of that state. Mr. Kerr suggested that horticultural work be co-ordinated with agricultural activities in the state.

By the unanimous votes of its members the association will co-operate with the state in establishing a botanical and arboreal garden at Austin. A telegram received from Robert E. Vinson, president of the University of Texas, stated that Colonel Brackenridge of Austin has donated a tract of land near the University for the garden site.

A resolution of respect for Gilbert Onderdonk, deceased, who was a prominent nurseryman of the state, was adopted.

One of the most important features of the convention was the question box during which round-table discussions of various Nursery problems were held. One of the subjects of discussion was the means of securing protection against the depredations of rabbits on Nursery stock. Some of the members advocated poison, but the general consensus of opinion was that fences are best. B. L. Adams of Bonham served as secretary and treasurer in the absence of J. C. Boyd of New Orleans.

E. C. Gillett, Penn Yan, has resigned the secretaryship of the New York Horticultural Society. Roy P. McPherson has been appointed by the executive committee to fill out the unexpired term.

Japanese Beetle Quarantine

Now, therefore, I, E. T. Meredith, Secretary of Agriculture, under authority conferred by section 8 of the Plant Quarantine Act approved August 20, 1912 (37 Stat. 315), as amended by the act of Congress approved March 4, 1917 (39 Stat. 1134, 1165), do hereby quarantine the states of New Jersey and Pennsylvania, effective as to the areas in these states now, or which may hereafter be designated by the Secretary of Agriculture as infested by the Japanese beetle, and by this notice of quarantine No. 48 do order that (1) farm, garden, and orchard products of all kinds, including fresh or perishable crops, such as green corn, tomatoes, beans, peas, cantaloupes, watermelons, grapes, raspberries, blackberries, cherries, peaches, apples, and all other fresh fruits and vegetables; (2) grain and forage of all kinds; (3) nursery, ornamental and greenhouse stock, and all other plants, including bulbs and cut flowers; and (4) soil, compost, and manure other than fresh manure, shall not be moved or allowed to be moved interstate from either of said states in manner or method or under conditions other than those prescribed in the rules and regulations supplemental hereto.

Provided, the limitation of the restrictions of this quarantine and the rules and regulations supplemental thereto to the areas in a quarantined state now, or which may hereafter be, designated by the Secretary of Agriculture as infested by Japanese beetle, shall be conditioned upon the established and enforcement by the state of such control measures in co-operation with the United States Department of Agriculture with respect to the designated infested areas as in the judgment of the Secretary of Agriculture shall be deemed adequate to effect the control and prevent the spread of the Japanese beetle

Minnesota Changes

A. W. Latham, secretary of the Minnesota State Horticultural society, has resigned after a service of over twenty-seven years, because of his advancing years and the failing health of his wife. He is a veteran of the Civil war and one of the best known horticulturists in Minnesota. Prof. R. S. Mackintosh of the Minnesota College of Agriculture has been elected by the executive board to succeed Mr. Latham. Prof. Mackintosh organized in Alabama State Horticultural society in 1903 and served as its secretary until 1909. He was president of the Minnesota society in 1918 and 1919. He will maintain the offices of the society at University farm.

J. M. Underwood, formerly of Lake City, but now a resident of California, has resigned from the executive board after having held office with the society for forty years. The vacancy on the board has been filled by the election of F. C. Schletty of St. Paul.

Export Apple Outlook—With the inauguration of the all-water transportation service from Seattle to Europe, and considering the report that England is nearly without apples due to an unfavorable season, California Grade "A" as well as the canned and dried fruit interests should awaken to the possibilities. However, it should be taken into consideration that New Zealand and possibly Australia will be firm competitors for this business, and it is understood at this time that an arbitrary tax will be placed upon foreign apples in the favor of the home-grown English product.

Say you saw it in AMERICAN NURSERYMAN

Special "American Nurseryman" Report on Season's Trade.

Demand Strong and Sales Heavy Throughout the Country---Both Fruit and Ornamental Stock In Short Supply---Prices Well Maintained, But There Is Talk of Reductions Probably in the Spring---Brisk Demand For Small Fruits---Kansas Seedlings Sell Readily---Labor Conditions Still a Main Feature---Believed That Business Will Continue Good---The Pacific Coast.

Brisk Demand for Small Fruits

New Carlisle, Ohio, Oct. 12—"Our sales to date compare favorably with other years, but our stock is limited and we expect to be pretty well cleaned out by the time the fall shipping is over.

"The outlook for business in our particular line of small fruits is very promising and it will take growers several years to catch up with needs of planters who are increasing their acreage due to extreme high prices being paid for all berry fruit."

W. N. SCARFF & SONS.

Lower Prices in Spring, Except on Fruit

Shenandoah, Iowa, Oct. 13—"In regard to fall sales, there seems to be a good demand at good prices; but we fear, if farm products do not advance in price, there will be a light demand for stock in the spring and no doubt many items will sell for less money than they are bringing this fall.

"However, I do not see how fruit trees can sell at very much less price than they are now; from the fact, unless there is a great shortage in the demand, there will not be any too many to go around; but undoubtedly in many items, prices will be lower in the spring."

SHENANDOAH NURSERIES.

D. S. Lake, Pres.

Demand Strong: Labor Scarce

Painesville, Ohio, Oct. 13—"We had figured all summer that labor would be more plentiful this Fall, but instead of that it is scarcer, and 10c. per hour higher than we ever paid before, and almost impossible to get.

"There is plenty of demand for stock, and do not think there is near enough to go around, on all kinds of fruit trees, and many of the small fruits, ornamentals, etc.

"The great trouble, in this section, is to get the labor and keep up with the shipping end of the business, as orders come in.

"We know of nothing to change the prospect for spring sales, but there is no question that there will be demand enough for more stock than there is on the market, in practically all items."

THE STORRS & HARRISON CO.

The Most Satisfactory Season

Newark, N. Y., Oct. 13—"Taking everything into consideration, this has been one of the most satisfactory seasons all the way around that we have ever gone through with. Sales have been brisk all season. Our sales to date being very nearly as much as our total sale of last season, and which by far was the biggest sale we had ever had previously.

"Fruit trees generally seem to be in quite short supply, with the one possible exception of peaches. There has also developed quite a shortage in a good many kinds of shrubs, as well as ornamental trees. We think the shortage on the shrubs and trees will likely be felt more than on the fruit trees, especially in the spring when the largest trade for ornamentals comes in.

"There has been a good deal said and done with regard to lowering prices on other commodities; but so far as we can see, there

has been very little tendency towards weakening on the prices of Nursery stock; and, indeed, we hardly think the conditions would warrant prices being reduced at this time."

JACKSON & PERKINS CO.,

By C. H. Perkins, 2nd, Vice-Pres.

Good Business To Continue

North Abington, Mass., Oct. 12—"Business is good; from indications it will be for some time to come. We think there will be a shortage of all ornamental nursery stock rather than an overstock for some years."

THE BAY STATE NURSERIES,

W. H. Wyman, Proprietor.

Sold To the Limit At Good Prices

Geneva, N. Y., Oct. 12—"Business seems brisk. We are sold to the limit on a great many items. In fact, we have never had so many early orders as we have this year. It is quite evident that stock of all kinds, both fruit and ornamental, is a short supply and everything should move at good prices."

W. & T. SMITH COMPANY.

Texas Trade Brisk

Denison, Texas, Oct. 9—"We have had a good growing season and stock is in excellent shape. Prospects for brisk trade good, but the supply will not be sufficient to meet the demand, as production has been curtailed with us on account of not having sufficient skilled help at right time. We will be strong on shrubs, limited on grapes and rather short on Peach, Plum, Apple and Cherry."

THE MUNSON NURSERIES,

By Will B. Munson.

Prices Affecting Conditions

Richmond, Va., Oct. 20—"We have sold for this fall delivery through agents' sales more than we wished, as we were short on Apple, Cherry and European varieties of Plums, Roses, and some varieties of Evergreens and we have had trouble in finding some varieties. Our sales are more than one-half more than they were for fall 1919 and if we had not sold any through agents and could have sold it to the trade at prices we have to pay we would have been better off, but we could not take chances of losing our salesmen and have kept them all at work; some of them are now canvassing for spring sale.

"We have not much surplus left, except Peach, of which we will have surplus for the trade, if there is any demand; but we look for them to be lower, as we have not seen any want list asking for Peach trees. We think the wholesale prices have been too high. Think of having to pay 60 cents for some varieties of Apple and 65 cents for Plums; 60 to 75 cents for Cherry.

"We do not think there will be many commercial orchards of Apples planted next spring, as we have had very few inquiries up to this time. The very high prices wholesale for fall and spring and fall 1920 will cause more Nurserymen to grow stock that they have been buying. For instance, most all the grape vines have been grown in N. Y., but high prices fall 1919 and spring

1920 have caused many Nurserymen to plant cuttings.

"We are looking for a big fall in prices by fall 1921. Most all varieties of Nursery stock that we are growing have made good growth this season. It is quite dry here now and Apple have made a late growth and are only about ready to dig now. We have been digging shade trees, some Pear and Peach for about two weeks and started on Apple today. Our first car coming which was mostly Apple was unloaded the 16th and came from Western New York in about seven days, which was very encouraging after passing through a season like fall 1919; and we hope that our other shipments coming and going out will do as well."

W. T. HOOD & CO.

By W. T. Hood.

Looks for Falling Prices

Charles City, Iowa, Oct. 16—"Up to present writing I do not think we have sold as much Nursery stock this season as we have for several years past.

"There is apparently a shortage, especially in stock of fruit trees, but it is our opinion that the prices that are being asked are fictitious and that there is likely to be cheap fruit trees sold before another planting time."

E. M. SHERMAN, Pres.

Kansas Seedling Sales Good

Topeka, Kan., Oct. 19—"Sales in our line, Apple Seedlings and Pear Seedlings, have been good. We have had a good growing season; more rain than usual. All number one and number two stocks in Apple Seedlings will be sold before season is over. Japan Pear stocks are very scarce—demand cannot be filled; only a few left and selling season just beginning. Collections the past season were the best we have ever had."

F. W. WATSON & CO.

In the Southwest

Sherman, Texas, Oct. 16—"As to the condition of the Nursery business in the Southwest, I beg to say there seems to be a good supply of stock on hand for the fall trade and will be considerable stock also for spring trade.

"We have had a fine season, almost too much rain though this summer. Stock has made a fine growth especially June Bud Peach and Plum. Prices are very high, the retail trade is good. The only scarcity perhaps is in pecan trees for which there is a lively demand.

"For the next year there is a good prospect of heavy planting, especially of stone fruits.

"The recent convention of the Southwestern Nurserymen's Association at Dallas, Sept. 22nd was well attended and a lively interest apparent.

"On the whole the Nursery interests of the Southwest are in good shape. The descending price of cotton is creating much concern.

JOHN S. KERR.

New England Sales Lively

New Haven, Conn., Oct. 14—"We are hav-

ing the busiest fall we have ever enjoyed. Sales on Evergreens and trees are unusually heavy. The demand for herbaceous is picking up to a considerable extent, while small fruits are noticeably in demand this season. Box-Barberry has come in for an unusually heavy run notwithstanding our extensive propagation of last year, we have already run short on the larger grades. The demand for shrubs seems to have fallen off to a considerable extent.

"Our landscape department has been rushed to the limit, the average sale being much larger than usual. We have had a very seasonable planting season but had a long protracted drought during the late summer and early fall which interfered to some extent with the digging of balled plants. This drought, however, was broken two weeks ago by a three days rain which left the ground in excellent condition.

"The indications are that the spring business will be equally good. Inquiries are already coming in for Roses in large numbers and there will undoubtedly be a shortage of all varieties. The demand through this section of the country is increasing for native stock, native Roses, native Azaleas, native Rhododendrons, Benzoin, Witch Hazel and other plants coming in for their well deserved share of popularity.

Increased Sales in Northwest

Owatonna, Minn., Oct. 15—"Business with us so far this season has been very good. We have increased our sales over any former year and we believe the outlook for business during the winter is fully as promising as usual at this season of the year. Sales will not be curtailed unless the financial situation grows more critical. We are more anxious about the financial situation than we are about business prospects, for business during the balance of the year will depend almost entirely upon the loosening of money through the banks.

"We understand other Nurseries did a good business in this section and all available stock has been sold. It looks as though fruit stocks will be very scarce and difficult to secure. Those who have not already covered for orders taken may find some difficulty in securing grades and varieties needed."

CLINTON FALLS NURSERY CO.
M. R. Cashman.

Sales Much Exceeded Last Fall's

Neosho, Mo., Oct. 15—"Our sales to date have been much heavier than during the same period last year and naturally we are optimistic as to prospects for the balance of the season."

NEOSHO NURSERIES CO.
Josiah J. Hazen,
Pres. and Gen. Mgr.

Looks for Curtailment in Spring

Wauwatosa, Wis., Oct. 13—"Since May first, up to the present writing, general Nursery sales have been unusually good. It was thought by this company and many other concerns as well that the unusually high retail prices would very materially curtail the amount of goods sold; but we were agreeably surprised and have made a very substantial increase in amount we sold up to the present date measured against the same period a year ago.

"If Nurserymen do not have one thing to worry about, they have something else. Last spring it was constant trouble with the disastrous slow movements of freights. This year scarcity of stock and what seems to some piracy on the part of the wholesaler

in price-making. Many a Nurseryman will heave a sigh of relief when the spring delivery of 1921 is through and he gets out with a whole skin and a profit; for, with the closing down of many industries in whole or part, many men will be out of employment with the result that in cities in particular where large sales have been made, collections will not be what they should be."

THE HAWKS NURSERY CO.

Sales Exceed Any Fall Season

Aurora, Ill., Oct. 13—"Business is good; and, although there is considerable shortage in almost all lines, we believe the coming spring will see a general clean up.

"We are having our usual fall business which when added to the new customers will increase our sales over any previous fall."

AURORA NURSERY COMPANY.

Pacific Coast Conditions

Niles, California, Oct. 15—"There is strong call for all fruit stock—in fact such varieties as Cling Peaches, Apricots, Prunes and Bartlett Pears are practically already sold up in all of the Nurseries of the state.

"Bids from the East for California Roses for this and next season's stock are strong.

"Farming as well as city populations are beautifying their homes, hence a lively movement in ornamentals also."

CALIFORNIA NURSEPY CO.

"We believe that a large number of people who during the war gave their attention to vegetable gardening are now growing less vegetables and devoting their interests more to flower gardens and the use of ornamental plants.

"The Nursery business has received a great stimulus in the last year and we believe this a sequel of the war garden movement."

THE ELM CITY NURSERY CO.
Woodmont Nurseries, Inc.
W. E. Campbell, Sec.

Obituary

Arthur Willis, Sr.

Arthur Willis, Sr., of the Willis Nurseries, Ottawa, Kansas, died October 1st, at the Ottawa Hospital, after an illness of six weeks. Two operations were performed for bladder trouble, but they failed to bring relief. The funeral was held October 4th, from the residence, 439 South Cherry St., where the family had lived since 1882. Rev. W. A. Elliott, of the First Baptist Church, conducted the services.

Mr. Willis was born in Delavan, Wisconsin, March 18, 1843. When he was 21 years old, he left home to work in Rockford and Bloomington, Ill., and later went to Columbia, Mo. From Columbia he went to Ottawa to raise apple grafts, and decided to make his home there. He is survived by his widow, Mrs. Amelia Esterly Willis, two daughters, Miss Ola Willis of Ottawa, and Mrs. Gail W. Beach, of New Westminster, B. C., and a son, Arthur Willis, Jr. of Ottawa.

He established the Willis Nurseries, at Ottawa, about 50 years ago, has been an extensive grower of general Nursery stock, and his business is well and favorably known throughout the United States. A very large circle of friends and acquaintances are saddened by his death. Though quiet and unassuming, Mr. Willis was keenly interested in all civic matters, educational affairs, and the activities of the Baptist Church, of which he was a deacon 40 years. He was president of the old Ottawa city council and a member of that organization many years. The board of trustees of Ottawa University numbered Mr. Willis as a member from 1885 until the time of his withdrawal in favor of his son, Arthur, about a year ago. He was secretary of the board from 1912 to 1919, and a member of the executive committee for a long time. He had signed more of the 700 diplomas of the graduates of the university than any other member of the board. During the time Mr. Willis and his

wife have lived in Ottawa, they have known the work of the college intimately, having constantly come in contact with the students and faculty, and have been continuous contributors to the work of Christian education. When a daughter, Miss Fern Willis, passed away, Mr. and Mrs. Willis established the "Fern Willis Memorial Scholarship Fund, of \$1000. After Mr. Willis retired from business, he paid into the permanent funds of the college \$10,000 on the annuity plan.

Following is the editorial tribute to the Ottawa Herald:

"A WILLIS, PREMIER CITIZEN"

The death of A. Willis removes a citizen of his long residence here and service to the community. Town, church, college and a host of friends will miss him sorely. Mr. Willis built up an important industry, in his nursery business, that is known considerable distance away from here. He also devoted much of his time to public affairs that mean much to any town, giving of his substance as generously as he did his personal effort. Men of his type are appreciated during their life time, and their death leaves a gap that is hard to fill."

At the time of a serious illness a few



A WILLIS, Ottawa, Kansas

years ago, Mr. Willis retired from business, and his daughter, Miss Ola Willis, took charge of the business; later she was joined by her brother, Arthur Willis, Jr. Miss Willis is, without doubt, the most capable woman in the Nursery business at the present time.

Samples of *Ibodium privet* just at hand from the Elm City Nursery Co., New Haven, Conn., appear in every way to bear out the claims of the propagators. This hybrid of *L. ovalifolium* and *Ibota* proved hardy at the Arnold Arboretum last winter which was a severe one. The samples show that it is a sturdy grower, inclined to grow bushy and filling up at the base. Advantages claimed for it are that when sheared it forms a compact hedge or formal specimen; and when allowed to grow naturally it forms a graceful shrub, producing white, lilac-like flowers, followed by clusters of decorative fruits. It promises to replace California privet which has not proved hardy and is similar to it.

It is announced in *L'Horticulture* that the prohibition on import of plants and trees in France is now repealed but the embargo on cut flowers still continues.

President E. S. Welch of the Kelsey Nursery Co., St. Joseph, Mo., has been in France six weeks establishing new connections for procuring seedlings.

When writing to advertisers just mention *American Nurseryman*.

AMERICAN NURSERYMAN



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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ROCHESTER, N. Y., NOV., 1920

American Association of Nurserymen—President, Lloyd C. Stark, Louisiana, Mo.; vice-president, M. R. Cashman, Owatonna, Minn.; treasurer, J. W. Hill, Des Moines, Ia.; executive secretary, John Watson, 400 Nassau St., Princeton, N. J.; Assistant secretary and traffic manager, Charles Sizemore, Louisiana, Mo. Executive committee: Lloyd C. Stark, chairman; J. Edward Moon, Morrisville, Pa.; C. R. Burr, Manchester, Conn.; E. W. Chittin, Winchester, Tenn.; C. C. Mayhew, Sherman, Tex.; J. B. Pilkington, Portland, Ore.; E. S. Welch, Shenandoah, Ia.; T. B. West, Perry, O. Legislative and Tariff committee: C. H. Perkins, 2nd., Newark, N. Y., chairman. Meets 4th Wednesday in June in Chicago, Ill.

Western Association of Nurserymen—President E. P. Bernardin, Parsons, Kan.; vice-president E. H. Smith, York, Neb.; secretary-treasurer, George W. Holsinger, Rosedale, Kan. Executive committee: H. D. Simpson, Vincennes, Ind.; C. G. Marshall, Arlington, Neb.; C. C. Mayhew, Sherman, Tex.; E. E. May, Shenandoah, Ia.; J. H. Skinner, Topeka, Kan. Program committee: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Neb.; Harry Hobbs, Bridgeport, Ind. Next annual meeting in Kansas City, Mo., Jan. 26-27, 1921.

Pacific Coast Association of Nurserymen—President, Mrs. R. Day, Spokane, Wash.; vice-presidents, Fred W. Day, Yakima, Wash.; Albert Brownell, Portland, Ore.; M. R. Jackson, Fresno, Cal.; C. A. T. Atwood, British Columbia; C. T. Hawkes, Caldwell, Idaho; B. H. Bower, Provo, Utah; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Convention in 1920 at Spokane, Wash.

New England Nurserymen's Association—President, Charles Adams, Springfield, Mass.; vice-president, John K. M. L. Farquhan, Boston, Mass.; secretary, Sheldon Robinson, Lexington, Mass.; treasurer, V. A. Vanicek, Newport, R. I.

Northern Nurserymen's Association—President, M. R. Cashman, Owatonna, Minn.; secretary, E. C. Hilborn, Valley City, N. D. Convention of 1919 in Minneapolis, Minn., in December.

Southern Nurserymen's Association—Pres., Paul C. Lindley, Pomona, N. C.; vice-pres., C. A. Simpson, Monticello, Fla.; secretary, O. Joe Howard, Hickory, N. C.; 1921 meeting Sept. 7th.

Western Canada Nurserymen's Association—President, H. L. Patmore, Patmore Nursery Co., Brandon, Manitoba; first vice-pres., A. Mitchell, Mitchell Nursery Co., Coaldale, Alta.; second vice-pres., B. D. Wallace, Island Park Nurseries, Portage La Prairie, Man.; secy-treas., T. A. Torgeson, Prairie Nurseries Ltd., Estevan, Sask.; Members of executive committee, Homer J. Barry, Clover Nurseries, Bremner, Alta.; W. J. Boughen, Valley River Nurseries, Valley River, Man.

A VALUABLE SUGGESTION

Many years ago the editor of the American Nurseryman argued for co-operation with horticultural inspectors and state entomologists, declaring that the Nurserymen would be met more than half way if they would substitute co-operation for antagonism in relations with those officials. We have lived to see the policy of co-operation adopted in great measure.

An example of practical results is shown in the important communication herewith presented.

Chief Deputy Entomologist George M. List, of the Entomological Department of Colorado, touches upon a vital point in the aggressive plans of the American Association of Nurserymen. In a recent issue of the American Nurseryman we suggested payment for services of Vigilance Committee members and provision for expense of travel in investigating cases. Mr. List extends this idea by suggesting employment of one or more officials by the Association, to visit Nurseries and establish a standard upon which to work—an excellent suggestion. Articles in recent issues of the American Nurseryman undoubtedly have shown Mr. List the needs. If a definite, practical plan shall result from the publicity which has appeared in these columns, the reason for that appearance will finally become manifest to those who have not readily understood it.

We commend the following communication to the officers and members of the national organization of the American Nursery Trade:

Editor American Nurseryman:

During the last few months, I have been reading with a great deal of interest the articles in the American Nurseryman and other leading trade and agricultural journals in regard to the "housecleaning" taking place in the Nursery trade. This is especially gratifying to one that has dealt with the Nurserymen in the capacity of an inspector. As the movement is now being taken up by the American Association of Nurserymen, it looks like results would be obtained.

After reading a report of the Chicago-meeting, I believe a great deal of work along this line will be accomplished. This is gratifying to an inspector, not because we believe Nurserymen more dishonest than any other class of businessmen, but we are in a position to realize that there are dishonest people in all lines of work, and many that are not strictly dishonest will put over small things simply because they feel they will not be detected, at once at least; but when they realize that this is against the policy of the organized Nurserymen of the country, I am sure this will have a helpful influence upon their actions. The dishonesty or shortcomings of a Nurseryman are much more far-reaching in effect than in most other people dealing with the public. A misbranded plant or an infested or diseased one will not often show until a great deal of time has elapsed and it is not only responsible for a loss of the investment, but also of the time, and probably what is worse, it has caused the disappointment of the planter who has planted the stock and looked upon it much as the parent does upon the growing child. It has been said that a doctor's mistakes are buried, but in the case of Nurseryman's mistakes, they may be even multiplied.

I am certainly glad to see the American Association of Nurserymen establish a

Trade Mark or label for the Nursery stock put out by their members. It will certainly be a wonderful thing if they can all really put out "trustworthy trees and plants;" but I am wondering if a definite standard can be reached that has never been defined or established, or if it has been established, is established in the minds of each individual shipper that belongs to the Association.

Would it not be possible to have somewhat of a general standard established that "trustworthy trees and plants" should reach?

And then, I am wondering also if it will be possible to maintain this standard simply through the co-operation of the members and through the activities of a vigilance committee that are all busy individuals with their own work?

Would it not be possible for the American Association of Nurserymen through the vigilance committee to place in the field what might be called a standardization official or officials, who could travel among the members and at least unify their opinion as to what "trustworthy trees" are?

No doubt a vigilance committee itself can do something along this line, as well as the Secretary of the Association; but it is too large a job for any one having other duties.

Certainly, if the American Association of Nurserymen is sincere in this movement, they would be willing to establish some system that would give the general public more confidence in their actions than does the work of a single vigilance committee. The general public has little confidence in the work of committees, and I am afraid the committee will find it difficult to act in many cases where a standard for "trustworthy trees and plants" is not well established in their own minds.

Can you imagine a manufacturing plant or a fruit growers association with several hundred workers or producers putting out even one product under a trade name and having a high standard without some system of establishing and maintaining this standard by personal contact with each worker? If it has not worked in other lines, why should it be successful in a business as varied and complicated as the Nursery business?

Such a "standardization" official should be one well-trained in the Nursery work and problems, and one that could win the confidence of not only the Nurserymen but of the Nursery trade. He could also be a very valuable point of contact between the Nurserymen's Association and the different state inspectors; something that is lacking at the present time. I am quite sure that most inspectors would welcome the co-operation of some such individual and it would no doubt often prevent many of the disagreeable affairs that will occasionally arise between inspectors and Nurserymen who feel that they have been done an injustice.

The Census report shows that the Nursery series of the United States represent an investment of \$52,500,000. If the American Association of Nurserymen will represent even forty or sixty per cent of this, a tax assessment of even one quarter or one half of a mill would go a long way toward establishing a system that would gain the confidence of the buying public. There is hardly a week or even a day goes by that some inspector does not catch shipments of Nursery stock that never should have left the Nursery, or found it necessary to condemn at least part of the stock from certain shipments. It is nothing uncommon to catch shipments that are contrary to the Federal regulations; practically every state inspector can cite such cases; and probably what is

worse than this and shows more dishonesty, is the fact that scarcely a season goes by that shipments are not received in which crown galls have been neatly trimmed from the trees and the wounds muddled over, or where those infested with certain pests have had the roots muddled to mislead the inspector. Surely where such a condition exists, there is room for improvement and it would be welcomed by all concerned. I am sure you would find the inspection officials more than willing to co-operate with the Nurserymen in building up the standard and overcoming the actions of the few that prevent the reputation of the Nursery business from being what it should.

GEO. M. LIST,
Chief Deputy.

Fort Collins, Colo.
Oct. 21, 1920.

A TANGLED SKEIN

Charles H. Perkins, 2nd, president of the New York State Nurserymen's Association, sent the following letter to a Geneva, N. Y., newspaper for publication:

Editor Geneva Daily Times:

There has been so much said in press about this company, and Mr. H. M. Whiting, the proprietor, that we have decided to give the exact facts both in justice to the public, that is entitled to know the truth and to the company which should be freed from misunderstanding.

Whiting Nursery Company has been doing business in Geneva constantly for the past forty-six years. It owns in Geneva some of the finest blocks of Nursery stock to be found in this country, consisting of apple, pear, plum, cherry, quince, apricots, peach, roses, and shrubs.

The financial standing of this company is beyond reproach. It enjoys the confidence of the Nursery trade throughout the entire country. We feel that this company has been unjustly persecuted.

As we understand it, complaints which had been made over the signatures of planters, for years, have had to do with methods of doing business—not with the financial standing of the Whiting Nursery Co.

U. P. Hedrick, horticulturist, New York Agl. Expt. Sta., Geneva, N. Y., says:

"Mr. Whiting has been doing business in Geneva for 46 years, and has an excellent record with banks, business men and other nurserymen. State inspectors of orchards and nurseries tell me that his trees are as good as any. I have been in the nursery blocks belonging to him, and can say that the trees are usually first class. They are above the average for the nurseries in this state. I have looked over the varieties grown in Mr. Whiting's nurseries, and believe them to be well adapted to New York, especially for home plantations."

Apparently Mr. Whiting has been peculiarly unfortunate in his dealings with the public. According to Messrs. Perkins and Hedrick he is all that a Nurseryman should be in regard to his dealings with members of the Nursery trade. There is nothing in the statements by Messrs. Perkins and Hedrick regarding Mr. Whiting's dealings with the public.

Many complaints against Mr. Whiting, for years, on the part of planters of Nursery stock; the record in Pennsylvania; the recommendation by the Vigilance Committee of the A. A. N., that the use of the Trade Mark be withheld from Mr. Whiting; the full indorsement of Mr. Whiting by Messrs. Perkins and Hedrick—a tangled skein.

Is it not practicable for the Vigilance Committee to publish at once its findings in this case, in justice to all persons concerned?

The fifty-third convention of California Fruit Growers will be held at Fresno, Nov. 9-11.

SIGNING BUSINESS LETTERS

The First Assistant Postmaster-General, Mr. Koons, states facts upon which he bases a request to business men to put into office practice a twice a day schedule for signing mail, says the New York Herald. The postal service handles on an average 1,500,000 letters an hour. Each letter, from collector to carrier, is handled eight times, which makes an average of 12,000,000 handlings an hour throughout the day.

The task, however, is made enormously more difficult by the fact that 75 per cent of the first class mail must be handled between the hours of 4 and 9 p. m. This, Mr. Koons asserts, is because in practically all large offices, commercial, industrial and financial, there is but one mail signing period a day, just before the signers leave their offices.

A test was made to try out the theory that signing letters twice a day would reduce the evening congestion by at least one-half. Rochester was selected for the test. Its Chamber of Commerce urged co-operation by business men and says Mr. Koons, "we reduced the mailing in the evening from 75 to 33 per cent of the entire volume of mail, thus greatly expediting it."

Mr. Koons also points out that in many instances a letter mailed at noon or soon after that hour, benefiting by an earlier despatch, reaches its destination from half a day to a whole day sooner than one mailed in the evening congestion.

ARE YOU GETTING RESULTS?

Likening the Nurseryman to an owner of a victrola who failed to procure records from which to make music, Secretary Watson of the A. A. N. makes an appeal to members of the A. A. N. to use the Trade Mark freely on stationery and advertising matter, and so get results from ownership of a membership. He says:

"If you members will USE your Association's Trade-Mark, it will pay you; if you don't, it won't. The Publicity advertises the Association; the members of it have to advertise themselves. When editors of the biggest and most influential farm papers are advising their readers to buy from members of the American Association of Nurserymen, why should there be one of them too modest to stand up, bow, smile and say 'That means me?' Use the Trade Mark."

"Labels cost \$5 a thousand in red, blue or gold. If you buy 25,000, you can get any other color. The cuts don't cost you anything. If you don't USE the records, it's a lead-pipe cinch you won't hear anything. It is up to you. I will be glad to send you both cuts and labels. And I want your co-operation."

WORTH MORE THAN HIS PLANT

A New York advertising agency cites the case of a client whom a representative of the agency visited. After the tour of inspection the visitor said, "You have certainly accumulated great assets here." "I am sorry," said the manufacturer, "that I cannot show you my greatest asset. It is the good will my advertising has brought. My factory could burn down tomorrow, and I could rebuild in time, but if I lost my good will this business would be done for."

This may easily be said of the A. A. N. Trade Mark in time, if the A. A. N. desires to make it so valuable.

New York City eats 50,000 carloads of the eight leading fruits and vegetables each year according to the U. S. Dept. of Agriculture.

Transportation

Hardly a Day Without Remittance
Editor American Nurseryman:

I am wondering if all Nurserymen realize the value of the Traffic Department of the American Association of Nurserymen, which is in charge of Mr. Chas. Sizemore of Louisiana, Mo.

Hardly a day goes by that we do not receive from Mr. Sizemore's office a remittance covering some claim or overcharge. He has already collected several hundred dollars for us, so far this season, which would otherwise have been a dead loss to us.

Mr. Sizemore's work is so successful along this line that we are anxious to bring it to the attention of other Nurserymen, who, if they will try it out, will find results very gratifying, we are sure. We are so well pleased with Mr. Sizemore's work that we are anxious to induce other Nurserymen to take advantage of the service his office renders.

Just yesterday we received a check from Mr. Sizemore for \$70.00 covering a railroad claim we had worked on for three months and it was finally turned down. We sent it to him and just one week later we received the check mentioned above. We consider this remarkable, and we hope all Nurserymen will send Mr. Sizemore their freight bills to be audited and checked up. Also send him your freight and express claims, and he will collect them if it is humanly possible to do so.

If you can give this letter publicity in the columns of your valuable paper we will appreciate it very much

THE D. HILL NURSERY CO.,

V. D. Hill, Vice Pres.

Dundee, Ill.

Overlooking a Good Bet

Editor American Nurseryman:

The article on page 61 of the September issue of the *American Nurseryman* entitled "An Association Asset" has attracted our attention.

I think most of us are overlooking a good bet by not sending our claims and freight bills for auditing to our Traffic Manager, Mr. Sizemore. I have been doing probably what a good many Nurserymen have done, worked myself to death on claims, then sometimes turned them over to lawyers, who would take most of the money if they realized anything on them.

This brings to mind an experience that we had only recently. Over a year ago we filed a claim with the American Railway Express Company on a delayed shipment, amounting to \$39.35. It was a matter that the express company should have adjusted within thirty days' time, but they quibbled about it, first giving one excuse and then another for the delay, and then finally wore me out in writing letters to them about the matter.

Less than sixty days ago I sent the same claim to Mr. Sizemore and early this month he had collected the full amount, \$39.35, after having written something like thirty letters about the matter.

I think Mr. Sizemore is very efficient in his work and that we should all help the good cause along by boosting his department, because an endless amount of good can no doubt be accomplished through Mr. Sizemore's office if we give him the proper encouragement.

E. H. BALCO.

Lawrence, Kansas.

Foreign Notes

HORTICULTURAL TRADE COMMITTEES OF ANGERS, ORLEANS AND USSY (France)

The National Nurseryman of August, 1920 and the American Nurseryman of the same month, have published the contents of a letter from Mr. Lloyd C. Stark to Mr. Aug. Rolker.

The contents of this letter are not exactly the same in both papers because the beginning of it has not been published in the National Nurseryman. It reads as follows:

"We have your favor of July 6th advising that the Holland firms have withdrawn their quotations, evidently because they are influenced by the extra high French quotations."

Nor has it published another chapter which reads as follows:

"We note that you expect to hear from Italy and Germany in regard to stock soon; also from Holland. If the Frenchmen insist on sticking to their exorbitant prices, we, and most other American Nurserymen, will certainly feel like letting the French syndicate keep their high-priced fruit stocks."

Our eminent and gallant colleague has examined the situation at the American point of view without considering the French side. We beg him to examine it with us.

At first, when he says: "Of course, we realize that last year seedlings of all kinds were scarce, almost no crop on account of the war and bad season but this year's crop is a good one. We have confidential information from reliable French sources that there is a big crop, practically all lines, except plum and there are more plum than there were last year."

We must rectify these reports concerning the French situation, which have been sent by someone who does not know how this situation stands exactly and which is as follows:

Cherry (Mazzard) as scarce as last year. Cherry Mahaleb, about the same quantity as last year.

Quince, rarer than last year.

Pear, about the same quantity as last year with a larger demand in France than last year.

Apple (common) about the same quantity as last year with a larger demand in France than last year.

Apple (English Paradise) quantity smaller than that of last year.

Plum Myrobolan, about the fifth part of the quantity which was available last year, the prices established by our committees are not sufficient to cover all the expenses, as the seeds have been bought at a very high price and not 10 per cent of them have grown.

Plum St. Julien, same situation as Myrobolan plum.

Rose stocks. Canina and Manetti are available in about the same quantities as last year.

All prices have been established taking into consideration the situation of the crop. If some French nurserymen have quoted higher prices than those fixed, this is due to their special situation: either they were very poor of an article, being themselves buyers of it or as it is the case with several of the largest buyers of Myrobolan seed last season; the seeds were so bad that most of the lot had to be thrown away and are used actually as pavement for the foot ways of their Nurseries. They may sell the stock at any price, it will be impossible for them to recover the money paid for the seeds.

Mr. Lloyd C. Stark has expressed the opinion that the high prices of this season have been fixed by us as recompense of the assistance rendered to France by America during the war.

Our American friend of whom we highly appreciate the gallant part he took in the war, has certainly not retained his thought long enough to examine the question on its exact situation and he is far from the question when he compares the Holland situation with the French one.

We will let the question of the quality of the Holland fruit tree stocks aside and consider only the economical situation of both nations, Holland and France.

At first our American friend has been wrongly informed for saying that France was able last autumn and this spring to

work normally, this was the situation of the Hollanders and other neutrals who have not suffered from the war, but not of the Frenchmen who had at first to clean their nurseries when coming back, whereas the Hollanders who had been at home during the war and have made profits of it, were ready to work and to compete in all markets.

Our situation is now the following one:

Owing to the high rates of exchange demanded by our American and British allies and by the neutrals, all the articles we are obliged to buy abroad are paid by us at two or three times their value. The coal paid by us about 5 times its value, is an example. If Frenchmen sell to their allies or to neutrals who make high profits by exchanging French money they will soon be out of business and conducted to bankrupt or to leave their own business. After having won the war they will be totally beaten on the economical struggle.

We could return to our American friends the opinion said by Mr. Stark: are their high rates of exchange, and their high prices for coal, raw materials, and all manufactured articles a recompense for France who has supported the heaviest burden of the war and is still supporting it?

Is it a recommendation that at the actual date, France has paid about 200 milliards of francs as difference of exchange since the armistice, difference amounting nearly to her expenses of war. This situation being not at an end because our devastated areas are still wanting enormous quantities of materials and labor that we pay at very high rates and, as you know, without having the assurance that Germany will pay.

The letter of Mr. Lloyd C. Stark confirms us what we had learned, that numerous Dutch offers have been withdrawn. Our American friend said that this has happened on account of the publication of the high French prices. This is not quite the true reason.

The Hollanders have removed their offers because the French decision to sell to them the goods in florins and not in francs, so to place them on the same level as our allies, has destroyed their hope to profit of the French nurserymen's work as they have profited during the war and since, too.

Since April, nearly all the important Dutch firms visited the French ones or wrote them and asked their prices. They tried to buy the French products in francs, with the intention to sell them to our American friends in dollars and get the profit of the exchange.

It should be a pity, after having been the most affected in the war, to be the commercial drudge of the world wide horticulture. We want to sell our products ourselves on the markets where those products are wanted at a price permitting us to live.

As to our American Trade, we have not altered our methods, for we have already established our prices in the money of this country, and we have used the same basis to establish the prices for the neutral countries.

We hope that our American and British friends will reconsider the situation and conceive that we can stand and continue our business only if we get a return sufficient to cover our expenses and that the goods we have to sell this season have been grown by people who have been the last discharged of their military duty and that no comparison can be done between them and the Hollanders who have not had to take their part in the war.

We could still say more, but esteem this to be sufficient.

We are working hard and we hope next

United States Nursery Stock Long Prohibited From France and Holland

Editor American Nurseryman:

Are we correct in understanding that no nursery stock of any kind from the United States is permitted to enter France, Holland and the other European countries?

If so, why the continued agitation against Quarantine 37?

American Nurserymen can and are making most of the varieties formerly imported, though not so cheaply because we haven't the cheap labor to do it with.

Permit us to commend you for the progressive stand which you are taking. We like it.

GEORGE F. VERHALEN.

Scottsville, Tex.

A synopsis of laws and decrees in force

season to be in a better financial position. We ask our friends and our allies, not to consider the situation only on their angle, but to examine it in a friendly way as it stands on both sides.

On behalf of the Horticultural Trade Committees of Angers, Orleans and Ussy; Angers, A. Brault, president; Orleans, R. Barbier, president; Ussy, N. Levavasseur, president.

British Work On Apple

In the last issue of the Journal of the R. H. S., just to hand, is a paper upon this subject by Mr. R. G. Hatton, M. A., Director, Wye College Fruit Experiment Station, East Malling. A good many of our readers have visited this Station, and more may have become familiar with the work carried on there by Mr. Hatton, from reports published in the horticultural press, but the subject is of such importance that we offer no apology for referring to it here.

Every fruit tree grower will probably be fully in agreement with the statement that the present available stocks for fruit trees leave very much to be desired; the paper in question deals with apple stocks and we all know how unsatisfactory these are. Take the case of stocks for standards; one has the choice of seedling crabs from wild trees in the hedge-rows and the so-called free stocks, the produce of pips extracted from the pulp of the cider mills (Pomace). Most of us have long ago discarded the seedling crab as a stock; they vary so much, being gathered from all kinds of wild apples and the trees worked upon them are very slow in developing. There remains then the seedling apple, called a free stock, but still named in catalogues as "Crab" stock. Quite a casual glance over a quarter of these planted out for working will reveal a large number of types, vigorous and otherwise, and differing greatly in their habit of growth and foliage; but most of us stop there. The flat is worked and only two years afterwards one finds that the resultant trees differ almost as much as the stocks did, even in the case of such vigorous growers as Bramley and Newton Wonder there will be a proportion of trees that never will make good standards, and in the case of those varieties which are not of such robust habit, there will be a considerably larger proportion of trees which are much more like cordons than standards and which are of little or no use; for even if they stand longer and get to be something like standards, they have no constitution and will give no satisfaction to the buyer.

All this is common knowledge, but the ordinary nurseryman does not plant out these stocks and let them grow for five or six years, and then dig them up and examine their root system. This is what Mr. Hatton has done, and the splendid photographs reproduced in the R. H. S. Journal, show a marvellous diversity of types both in roots and branches, trees of the same age varying from 11 ft. 4 in. to 4 ft. 11 in. in height, and in girth from 9½ to 3½ in. This clearly points to the resultant growths of apples worked upon them already mentioned, but it is further stated that many of these "free stocks" so grown and examined were practically identical with types of the Paradise stock.

Now turning to the Paradise stock we all know the difficulty of getting these true to type. The imported stocks are terribly mixed and some of them are quite valueless

(Continued on page 109)

in foreign countries, by the Bureau of Entomology, U. S. Dept. Agr., shows that

France (decree of Nov. 30, 1898) prohibits entry into and passing through France of trees, shrubs, products of Nurseries, all Nursery cuttings and all other plants or parts of living plants, as well as fresh debris from them from the United States, as well as cases, sacks, etc., used for packing.

Holland (law of May 23, 1899) prohibits the importation and transit from America, direct or indirect of all kinds of living trees and shrubs, or living parts thereof, including boxes, kegs, barrels or other objects which serve or may have served for packing.

HILL'S CHOICE EVERGREENS

FALL 1920 SPRING 1921

NOTE—Prices quoted below are for actual Nurserymen only

EVERGREEN SEEDLINGS AND ROOTED CUTTINGS

Variety.	Size	Inch	100	1000
Abies Balsamea	4-6	4.50	30.00	
Abies Douglassi	4-6	3.50	20.00	
"	6-8	4.00	25.00	
Biota Orientalis	4-6	3.50	25.00	
Juniperus Canadensis	4-6	5.00	40.00	
"	6-8	6.00	50.00	
Juniperus Communis	4-6	4.50	40.00	
"	6-8	6.50	50.00	
Juniperus Dupressa	4-6	5.00	40.00	
Juniperus Horizontalis	4-6	9.00	75.00	
Juniperus Scopulorum	4-6	6.00	50.00	
Juniperus Virginiana	4-6	3.00	20.00	
"	6-8	4.00	25.00	
Larix Europea	10-12	3.50	20.00	
"	12-18	4.00	25.00	
Picea Alba	2-4	3.00	20.00	
"	4-6	4.00	25.00	
Picea Canadensis	4-6	5.00	35.00	
Picea Engelmanni	4-6	4.50	30.00	
Picea Excelsa	4-6	2.75	13.50	
"	6-8	3.00	16.50	
Picea Pungens	4-6	6.25	37.50	
Picea Rubra	2-4	3.00	15.00	
Picea Sitchensis	4-6	4.50	30.00	
Pinus Austriaca	4-6	4.50	30.00	
Pinus Banksiana	4-6	2.25	12.00	
Pinus Ponderosa	4-6	2.50	15.00	
Pinus Rigida	4-6	2.50	15.00	
Pinus Strobus	4-6	2.50	15.00	
"	6-8	3.25	17.50	
Pinus Sylvestris	4-6	2.50	15.00	
Thuya Occidentalis	6-8	3.50	18.00	
"	8-10	4.00	25.00	

TWICE TRANSPLANTED EVERGREENS

Variety.	Size	Inch	10	100
Abies Balsamea	6-10	2.00	15.00	
"	10-12	2.25	18.00	
Abies Concolor	6-10	2.00	15.00	
"	10-12	2.50	20.00	
Abies Douglassi	12-18	3.00	25.00	
"	10-12	2.50	20.00	
"	12-18	3.00	25.00	
"	18-24	3.50	30.00	
Juniperus Communis	18-24	4.50	35.00	
Juniperus Canadensis	10-12	5.00	40.00	
Juniperus Horizontalis	10-12	4.00	20.00	
Juniperus Scopulorum	8-10	4.00	35.00	
"	18-24	8.00	70.00	
Juniperus Virginiana	10-12	2.00	15.00	
"	12-18	2.50	20.00	
"	18-24	3.00	25.00	
"	24-36	6.00	50.00	
Picea Alba	10-12	2.25	17.50	
"	12-18	2.75	22.50	
Picea Canadensis	6-10	2.00	15.00	
"	10-12	3.00	25.00	
"	12-18	3.50	30.00	
Picea Excelsa	10-12	1.60	11.00	
"	12-18	2.00	15.00	
"	18-24	2.75	22.50	
"	24-36	3.50	25.00	
Picea Pungens	6-10	2.75	22.50	
"	10-12	3.25	27.50	
"	12-18	4.50	40.00	
Pinus Austriaca	8-10	2.50	15.00	
"	10-12	3.00	20.00	
"	12-18	3.50	25.00	
Pinus Banksiana	12-18	2.50	15.00	
"	18-24	3.00	20.00	
Pinus Mugho	8-10	3.50	23.50	
"	10-12	4.00	28.50	
"	12-18	4.75	40.00	
Pinus Ponderosa	10-12	2.50	15.00	
"	12-18	3.00	20.00	
Pinus Strobus	12-18	2.50	12.00	
"	18-24	3.00	20.00	
"	24-36	3.50	25.00	
Pinus Sylvestris	18-24	3.25	22.50	
Thuya Occidentalis	10-12	1.50	10.00	

ONCE TRANSPLANTED EVERGREENS

Variety.	Size	Inch	100	1000
Abies Balsamea	6-8	8.50	75.00	
Abies Canadensis	6-8	13.50	125.00	
"	8-10	15.00	140.00	
Abies Douglassi	6-8	9.00	80.00	
Juniperus Canadensis	8-10	15.00	140.00	
Juniperus Aurea	6-8	20.00	
Juniperus Communis	6-8	10.00	90.00	
Juniperus Suedica	6-8	15.00	
Juniperus Sabina	6-8	20.00	
Juniperus Prostrata	6-8	20.00	
Pachysandra Terminalis	4-6	8.00	50.00	
Picea Alba	6-8	6.00	70.00	
Picea Excelsa	6-8	5.00	40.00	
"	8-10	6.00	50.00	
Picea Pungens	6-8	10.00	90.00	
Pinus Ponderosa	6-8	6.00	50.00	
Taxus Canadensis	10-12	3.50	75.00	
Thuya Occidentalis	6-8	5.00	40.00	
Thuya Compacta	6-8	15.00	120.00	
Thuya Hoveyi	6-8	15.00	
Thuya Lutea	6-8	17.50	
Thuya Pyramidalis	8-10	13.50	125.00	
Tsuga Caroliniana	6-8	20.00	

DECIDUOUS TREES AND SHRUBS

Variety.	Size	Inch	100	1000
Berberis Thunbergii	6-8	3.50	25.00	
Fraxinus Americana	6-12	2.50	15.00	
"	12-18	3.00	20.00	
Juglans Nigra	12-18	4.00	30.00	
Quercus Rubra	10-12	5.00	40.00	
Symphoricarpos Race's	10-12	5.00	40.00	
Spiraea Van Houttei	10-12	4.50	35.00	
Ulmus Americana	2-3	7.00	60.00	
"	3-4	9.50	85.00	
"	4-6	13.50	125.00	
"	6-8	31.50	300.00	
"	8-10	52.00	

JAPANESE BARBERRY

Variety.	Size	Inch	10	100
Berberis Thunbergii	1 1/2-2	2.50	20.00	
"	2-3	3.00	25.00	

50 of same variety and size at 100 rate.
500 at 1000 rate.



The growing of young Evergreens and Deciduous stock in small sizes, suitable for lining out in nursery row, has been a specialty with us for over half a century. All stock strong, healthy and well rooted. Send for complete trade list.

The D. Hill Nursery Co., Inc.

There are two things I insist on—careful digging—careful packing.
D. HILL.

Evergreen Specialists Largest Growers in America
Box 402 DUNDEE, ILLINOIS

Terms—Cash with order or before shipment earns 3 per cent. disc. and free boxing. C.O.D. orders will be shipped where 1-3 cash is remitted in advance. Charge account will be given on receipt of satisfactory references.

The Grape Industry

The larger concerns operating wineries in Sandusky, Ohio, up to the time that prohibition became effective, have in most instances, added new departments and now not only manufacture wine but use the grape juice not otherwise converted in the concoction of temperance or "soft" beverages.

The grape growers in most instances attribute higher prices and what they term "better markets" to prohibition.

Grape prices this year will be a little higher than they were last. The best Concord are commanding \$125 a ton. Ives, \$130 a ton; Catawbas, \$135 a ton; Delaware, \$140 a ton and Nortons, from \$140 to \$150 a ton.

This is an advance of approximately 10 per cent over last season's prices.

Growers explain that labor costs a little more this year than it did last year and that freight rates, which in the most instances they are compelled to pay, their contracts providing for delivery, are considerably higher.

Ten years ago \$30 a ton was considered a good price for Concord grapes; \$35 a ton, an exceptionally high price. Gradually the return to the grower has been increased. Five years ago Concord brought from \$50 to \$60 a ton.

When prices were low the wine maker was blamed. He was charged with "robbing the grower" and for a time there was much talk of converting vineyards into corn and wheat fields or potato patches, for the wine makers said how much he would pay and it was up to the grower to accept his proposition or lose his crop.

After prohibition began threatening the wine making industry, the grape growers got together and discussed among themselves, means of continuing in the grape growing business. They formed an organization, branches of which now exist in every section of the grape growing area.

At first it seemed that the vineyard was doomed. Then the situation reversed itself. Prohibition was a reality and the demand for grapes was the biggest ever known and constantly getting bigger.

It was at this time that the grape grow-

ers began saying what they would have to have for their grapes instead of letting the wine makers say what they would pay for them.

The prices being paid for grape picking this season vary slightly, according to locality. On the mainland they range from 30 to 40 cents an hour, according to the ability of the picker to make return. There is no union and workers may work as long as they like. Last year a flat per diem of from \$2.50 to \$3.50 was paid in the most instances.

Among the Lake Erie islands conditions are slightly different. On Put-in-Bay, Kelleys and Catawba islands sufficient help to meet demands is nearly always available. Accordingly, flat per diems are paid. These run from \$2 to \$4 a day. On Kelleys island pickers are brought from their homes to the vineyards in the morning in automobiles and are returned at night.

On North and Middle Bass islands dwellers are few as compared to the other islands, and help has to be imported. On these islands this year the growers are paying \$9 a week in addition to board and room. This is about the same as they paid last season.

There is no fixed period of work and the pickers are in the vineyard from daylight to dusk. If, however, it happens to rain and they are unable to pick, they are paid just the same.

On Kelleys Island grape picking time has for years been recognized in the schools. Two weeks are deducted from the summer vacation period in order that the pupils may be available for work in the vineyards for a like period during the harvest season.

A twenty-four-acre peach orchard on Bear river, near Wheatland, Cal., yielded peaches to the value of more than \$35,000 during the season now closing, according to statements made at Grass Valley, Cal. The tract was planted six years ago and budded to Phillips Tuscan clings. The yield was more than 350 tons and the contract price was \$100 per ton. The orchard is owned by Elmer and Otis Roddan.

New Prune in Oregon

The development and perfection of a new prune to be known as the "New Oregon" prune which, it is claimed, is destined to revolutionize the prune industry in that state, was announced in Salem, Ore., by Andrew Vercler, Polk county orchardist, last month, following a tour of inspection of his orchards by prune growers and buyers from all sections of the Willamette valley. M. McDonald of the Orenco Nursery company, who has watched the development of the new prune for several years, declares that he is convinced of its superior qualities as a commercial product. He declares that it has a great many advantages over the Italian prune so commonly grown in the Willamette valley, one of its greatest advantages being found in the fact that it does not crack so easily from excessive moisture as does the Italian prune.

The Boston Herald holds up both hands in surprise that anyone should speak of "barren New England," then it says that Boston ranks still as the horticultural capital of the United States, with the Massachusetts Horticultural Society the oldest and richest institution of its class in the world. The Herald reminds the world that the Bartlett pear, the Baldwin apple, the Endicott pear, the Concord grape and the Salem grape originated within twenty miles of Boston!

British Work on Apple

(Continued from page 108)

in our climate, if indeed they are of any value elsewhere.

Mr. Hatton says that excellent standards can be grown on the Broad-leaved Paradise, which we can confirm from our own observations, and which goes to support our experience that for all general purposes the Ducin, or English Paradise of the French, is the most useful stock. Some people say it is short-lived, but we know trees which have been planted 40 years and which look like flourishing 40 years longer.—Horticultural Advertiser.

E. P. BERNARDIN

Parsons Wholesale Nurseries

Parsons, Kansas

ESTABLISHED 1870

Specializes in

AMOR NORTH AND VUGARIS, Privet. EARLY HARVEST B. B. Root grown. BUNGEII 2 and 3 year heads. SHADE TREES. Large stock all sizes.

ORNAMENTALS. Grown for landscape work.

Correspondence solicited.

FRUIT

Have a few Standard and Dwarf Pear and Quince to offer.

SHADE TREES

Large stock of Sugar Maples, 2 1/2 to 4 inches. Nice block of transplanted American Elm, 1 1/2 to 3 inches.

Shrubs and Perennial Plants

General Assortment.

W. B. COLE, Painesville, Ohio.

A Nursery That Bought

over 38,000 of our apple, peach and plum trees last year wrote us September 15, 1920 as follows:

"It was a pleasure to deliver such trees as those you sent us last spring. * * * Let us know how many Delicious and Winesap you will let us have. There are plenty to be had but we want your stock."

We now have their order for another carload. If you are looking for exceptionally nice trees send us your requirements.

Neosho Nurseries Co., Neosho, Missouri
Members American Assn. of Nurserymen.

Special for Fall

Cornus Elegantissima, 2-3 and 3-4 ft.
Also Shrubs and Herbaceous Plants in good assortment.

T. R. NORMAN, Painesville, Ohio

SPECIAL OFFER**CHOICE JAPAN IRIS**

True to Name

LARGE UNDIVIDED CLUMPS

Can be divided into four to six strong divisions.

25c Each

Amc.	No.	
1000	(120)	Sano-watashi, double, tall, pure white, early.
600	(122)	Bandai-no-nami, double, tall, very free, white, showy yellow bend.
75	(123)	Shiga-no-namami, double, large, purple splashed.
40	(129)	Sofu-no-Kai, double, Mid-season, large, light blue veined purple.
100	(137)	Kasugano, double, light blue, faintly veined royal blue.
50	(157)	Wase-Banri, single, large, pale blue splashed royal purple.
50	(166)	Iso-no-nami, double, blue, splashed and blotched purple.
75	(149)	Manadzuna, single, royal blue, blotched white.
100	(9)	Ho-o-jo, double, white, overlaid delicate pale blue.
50	(23)	Shiritaki, single, tall, pure white.
40	(18)	Namuri-shi-bon, double, late, purple, blotch and overlaid blue.
100	(26)	Sivibijin, single, rosy purple.
75	(40)	Single, royal purple.
70	(103)	Single, rosy pink, suffused with carmine.
500	(200)	Pyramid, double, large, deep blue, suffused with royal purple.
20	(201)	Urcin, double, tall, royal blue, veined white.
800	(200)	Kumo-no-nye, double, late, rich royal purple, suffused with royal blue.

We are now dividing and transplanting our Japan Iris. This list is the cream of many varieties imported from Japan and Europe.

THT ELM CITY NURSERY CO.

Woodmont Nurseries, Inc.

NEW HAVEN, CONN.

Introducers of

Box-Barberry and Ibolium Privet

NATIVE BROAD-LEAVED EVERGREENS**Ornamental Trees,**

Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains
Collections to Order in Carload Lots a Specialty.

Correspondence solicited from large planters
Ask for Price List.

E. C. ROBBINS, PINEOLA,
Avery County, North Carolina

ORNAMENTAL TREES AND SHRUBS

"Bay State Quality"

Largest assortment in New England.
Evergreen and deciduous trees.
Sturdy, choice stock that can be depended upon.
Send for Trade List.

Finest of Shrubs. Hardy native and hybrid Rhododendrons - transplanted and acclimated. Strong field-grown Perennials in great variety.

THE BAY STATE NURSERIES

NORTH ABINGTON, MASS.

SCARFF'S NURSERY HEADQUARTERS FOR SMALL FRUIT PLANTS

1200 Acres. "At it 25 Years"

We offer for spring, 1920, a good assortment of following stock, and will be pleased to submit prices on your want list

Strawberries Raspberries Blackberries Dewberries Iris Privet Spirea Rhubarb Asparagus Horseradish Hardwood Cuttings Volga Poplar

See wholesale list before placing your order

NEW CARLISLE,

W. N. SCARFF & SONS

OHIO

Make Yearly Contracts Now
For Trade Publicity in

American Nurseryman
American Nursery Trade Bulletin

Rocky Mt. Seeds

We are one of the pioneer collectors of the beautiful

AQUILEGIA COERULEA (ROCKY MT. COLUMBINE)

New seed is now ready

1 oz. for \$1.00

1/4 lb. for \$3.00

1 lb. for \$11.00

NATIVE COLUMBINE ROOTS, gathered in the mountains, can be supplied this fall, \$12.00 per 100

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